

BISNIS SEARCH FOR PARTNERS

U.S. DEPARTMENT OF COMMERCE
International Trade Administration



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The Business Information Service for the Newly Independent States (BISNIS) is the U.S. Government's clearing-house for trade and investment information on the Newly Independent States of the former Soviet Union.

BISNIS publishes **SEARCH FOR PARTNERS** to help U.S. companies find investment opportunities in the expanding markets of the former Soviet Union.

SEARCH FOR PARTNERS is also distributed via bi-weekly email broadcast. A limited selection of these leads are published in this monthly newsletter. Previous email broadcasts are available through the BISNIS home page at www.bisnis.doc.gov. To receive the biweekly report, email BISNIS at bisnis@ita.doc.gov or call (202) 482-4655.

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PLEASE NOTE: More information on each company featured in BISNIS Search for Partners is available on the Internet via a LeadLink URL found at the end of each lead. For a full list of **BISNIS Search for Partner** leads, visit our website at www.bisnis.doc.gov/bisnis/searchfpart.cfm.

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ARMENIA

Industry: Consumer Goods

Company: Lavanda Holding

Established in 1990 and privatized in 1995, Lavanda Holding specializes in the following activities: wholesale and retail distribution of pharmaceuticals, distribution of consumer and sporting goods and perfume, optical services, and operation of dry cleaning facilities. The company also has the largest distribution network of pharmaceuticals in Armenia. It owns five pharmacies in Yerevan and a pharmacy in Gyumri, the second largest city in the country.

Lavanda Holding plans to establish an American-type department store that sells a wide range of consumer goods. For this, it seeks a U.S. partner who can supply U.S. consumer goods. In addition, Lavanda Holding seeks to become a distributor of U.S. consumer goods in Armenia.

The company offers its recently renovated commercial space in downtown Yerevan. Significant financial resources are also available and can be invested in the project.

The company can conduct business in English.

Contact: Tigran Arakelyan, Manager

ATTENTION READERS!

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Source: BISNIS representative in Armenia

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?450>



Industry: Computer Software & Services/Telecom. Equip.
Company: Readicom

Readicom was established in 1998 as a private company. It specializes in the following activities: design, installation, and testing of telecommunications equipment; and installation, adjustment testing, and technical support of corporate networks based on Novell, UNIX, and Windows NT applications. The company is also involved in programming, databases, web design, web hosting, and ISP.

Readicom employs highly qualified engineers and programmers with extensive experience in implementation of telecommunication projects in Armenia, Russia, and other CIS countries. The company has a large customer base, which includes government organizations, private companies, and individuals. Among Readicom's foreign partners are several large Israeli, Canadian, German, Russian, and American companies engaged in the IT and telecommunication sectors.

Readicom seeks cooperation with U.S. companies in the areas of joint software development and provision of telecommunications services. The company also seeks to become a distributor of U.S. telecommunications equipment, including radiomodems and WLL (wireless local loops). The company can conduct business in English.

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Source: BISNIS representative in Armenia

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?493>

AZERBAIJAN

Industry: Business Furniture and Fixtures

Company: ZFZ Mirror and Furniture Manufacturing Plant

ZFZ Mirror and Furniture Manufacturing Plant was established in 1938 and privatized in 1997. Currently it employs 45 people. The main activities of ZFZ are the manufacture of furniture blocks, mirrors, mass consumption goods made of natural wood, and plastic materials. The main buyers of ZFZ's products are local private businesses.

It is to the company's advantage that the technology and equipment it uses for the manufacture of furniture blocks comes from SPUHL AG (Switzerland), which is unique in the local market. Its production of disposable plastic dishes, bottles, vegetable and fruit packaging, and garden furniture is

based on equipment of HPM Hemscheidt GmbH (Germany), which is also unique to the country. Competitiveness is based on low operating expenses and the high quality of the finished products.

ZFZ is planning to produce 85.6 million pre-forms and 197,280 furniture blocks per year. The company claims to take 90 percent of the domestic market. High-quality bottles will help the company meet the increased demand for bottled water and create a stable market. The company believes that the growth of the markets in Caucasus and Central Asia will help the company realize its goals.

ZFZ proposes to jointly develop plastics processing and manufacture of plastic products (pre-forms, garden furniture, packaging material, disposable plastic dishes). ZFZ will provide the manufacturing facilities, labor force, organization of sales of finished products, and partial investment in the project. From a potential partner, it expects new technology, equipment for production, financing, and management knowledge/training.

Proposed investment for this project is \$11 million, with a payback period of five years. It may be possible to get a bank loan for this project. A business plan has been prepared in Russian, based on consultations with TACIS (European Union aid program).

ZFZ can conduct business in English.

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Source: BISNIS representative in Azerbaijan

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?473>

GEORGIA

Industry: Ferrous Metallurgy

Company: Zestafoni Ferroalloy Factory

Zestafoni Ferroalloy Factory (ZFF) is a joint-stock company that mainly produces silicon manganese and medium carbon manganese. It was established in 1931 and privatized in 1994. It is located in the city of Zestafoni, 180 km from Tbilisi. The company's annual sales in 1999 were \$7.5 million. Its main buyers are from the United States, Greece, Spain, Turkey, and Italy.

The factory is seeking a U.S. company to become a partner/shareholder mainly for investment activities. The company needs to reconstruct some of its furnaces in order to increase the volume of output. The approximate investment is \$7.5 million, with a payback period of five years. ZFF will contribute its plant and equipment, work force, and international customers.

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Source: BISNIS representative in Georgia

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?459>

KYRGYZSTAN

Industry: Construction Materials

Company: Keramin Ltd.

The Keramin company was established in 1996 as a private company. Currently, the company specializes in marketing of construction materials and home appliances, as well as the production of furniture and metal items. Keramin owns two stores, as well as production facilities. The company's annual sales are \$1 million. The company has been a member of the Kyrgyz Chamber of Commerce and Industry since 1996. Keramin has trade contracts with the following European companies: Jacob Delafon, Tarkett, MTS, AS Creat, Somefor, Rauff, Roca, and Parador. The company adopted GAAP standards in 1998.

Keramin is looking for a U.S. supplier of the following products: siding/wall panels (up to 50,000 sq.m. annually), putty (up to 100 tons annually), and restroom equipment (up to 10,000 sets annually). It would also like to become a distributor of U.S. construction materials. The company can conduct business in English.

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Source: BISNIS representative in Kyrgyzstan

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?460>



Industry: Engineering/Power Generation

Company: ERBI Company

ERBI is a private company established in 1994. ERBI has 62 employees that were formerly research institute staff. The company specializes in telecommunications (40 percent), construction (40 percent), and manufacturing of energy-saving equipment (20 percent). The company has 45 energy-saving inventions patented in Russia, Kazakhstan, and Kyrgyzstan. Annual sales were \$275,800 in 1997, \$368,000 in 1998, and \$194,800 in 1999.

The company seeks a U.S. partner for its project to research and develop a universal hydro-impulse unit (an energy-saving device that can operate as a pump and generator). ERBI is seeking a U.S. partner for the project in order to receive a two-year grant worth \$300,000 from the International Scientific Technical Center (ISTC), which is conditioned upon ERBI finding a Western partner for the project. (ISTC is an intergovernmental organization, based in Moscow, that promotes nonproliferation through science cooperation. For more information on the ISTC, visit www.istc.ru.)

ERBI will be responsible for the development of a working prototype of the hydro-impulse unit, and preparation of design and technological documentation. A prospective partner will have to visit the company periodically, review the progress of the project, and report to the ISTC regarding status of the project. After completion of the project, the partner will have the opportunity to patent and use the new technologies. A more detailed description of the project is available upon request.

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Source: BISNIS Representative in Kyrgyzstan

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?447>

MOLDOVA

Industry: Agricultural Production and Processing

Company: Dora SRL

The trading company Dora SRL was established in 1989. The privately owned Dora is a well-known wholesale food and flour trading company. Its 1999 sales were \$300,000, a solid figure by Moldovan standards. With year years of foreign trading experience, Dora makes 80 percent of its sales in Moldova, and 20 percent in neighboring countries.

Dora intends to diversify its operations through vertical integration. It has already purchased a brick-and-mortar facility with basic utilities in the heart of Moldova's agricultural land, Cantemir. The next step is to set up production of flour and pasta. Eventually, the company plans to use the facility for oil extraction and tobacco fermentation.

Dora is looking for a U.S. investor for its milling operation. It will provide half of the financing needed for the project, while the U.S. partner is expected to provide the other half. Dora will also use its well-developed sales network in Moldova and in the region to market the output. Valued at \$80,000, the project has a three-year payback period. The company can conduct negotiations in English.

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Source: BISNIS representative in Moldova

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?471>

IRKUTSK REGION, RUSSIA

Industry: Industrial Chemicals

Company: UsolieKhimProm

UsolieKhimProm, an open joint-stock company, was established in 1976 and privatized in 1991. It specializes in producing tar (polyvinylchloride-type), caustic soda, liquid chlorine, and other chemical products and consumer goods, and has three plants producing these products. It is one of the few makers of chemical products in Siberia.

The company holds all necessary licenses to produce chemical products. It has strong government contacts and business experience with European and NIS companies.

The company seeks a joint venture or U.S. investor to modernize its production of caustic soda, using more efficient technologies that are environmentally friendly. The company will consider any possible means of cooperation.

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Source: BISNIS representative in Novosibirsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?415>

KHABAROVSK, RUSSIA

Industry: Computers and Peripherals

Company: Contact Plus

Contact Plus was established in 1992 as a private limited-liability company. The company offers a wide variety of computer-related services and products to its clients, including PC assembly, wholesale and retail trade of computer software, hardware and peripherals, and consulting services. Its sales in 1999 totaled \$4 million. Local state enterprises, private businesses, and individuals are the main buyers of the company's products and services.

Contact Plus seeks a U.S. partner to develop production of interface cables for computer equipment using imported cable materials and connectors. At this stage, interface cables are not produced in Russia and are imported from abroad. The company can conduct business in English.

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Source: BISNIS representative in Khabarovsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?435>

MOSCOW, RUSSIA

Industry: Medical Equipment and Products

Company: The Rehabilitation Center

The Rehabilitation Center was originally established as a part of the Scientific Center for Health of Children and Teenagers under the Russian Academy of Sciences. The center is currently a private company established in 1994 that employs 10 people. Its goal is to assist disabled children, primarily by identifying work places that provide rehabilitation and social support to disabled children. It also leads char-

ity medical activities for disabled children.

The center seeks to establish a joint venture to produce medical products using foreign equipment. The center is currently negotiating with a U.S. company, LVPS MicroFacility, Inc., to purchase medical equipment to start production of intravenous solutions. LVPS MicroFacility, Inc., is a manufacturer of modular micro-manufacturing facilities that are designed to produce large volume of parenteral solutions in various sized containers.

Production will take place in a building that the company manages. The production of solutions for intravenous injections will occupy about 2,000 square meters. The company intends to use the rest of space for production of similar medical products, and it is in search of a U.S. partner to participate in the project and start producing medical products in Russia.

Proposed investments for the project amount to \$20 million with up to six years anticipated payback period. The company will provide a building with its existing engineering infrastructure. It is also ready to finance up to 50 percent of proposed investments. Due to close cooperation with different medical organizations, government officials, and associations, the company already has an established distribution network for potential buyers.

The center is eligible to receive a number of tax incentives. The project is supported by the City of Moscow and the Russian federal governments.

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Source: BISNIS representative in Moscow (AM)

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?496>

NIZHNY NOVGOROD, RUSSIA

Industry: Food Processing and Packaging (2 projects)

Company: Nizhny Novgorod Margarine and Vegetable Oil Plant (Maslozhirkombinat)

The Nizhny Novgorod Margarine and Vegetable Plant was founded in 1898 and privatized in 1993. It is the largest producer of margarine and the second largest producer of mayonnaise in Russia. Its annual sales total \$100 million. The plant has up-to-date machinery imported from Germany, Belgium, and Denmark.

Project #1: The company seeks a U.S. company operating in a similar market that is interested in hosting one or two managers from the Russian company through the U.S. Department of Commerce's Special American Business Internship Training (SABIT) program (for more information on the program, visit www.mac.doc.gov/sabit/sabit.html).

Project #2: The company is interested in distributing U.S.-made edible fats and oils both in the Nizhny Novgorod Oblast and throughout Russia. It will market American products using its distribution, storage, and warehouse facilities.

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Source: BISNIS representative in Nizhny Novgorod

LeadLink, Project #1- <http://www.bisnis.doc.gov/bisnis/lead.cfm?400>

Project #2- <http://www.bisnis.doc.gov/bisnis/lead.cfm?442>

NOVOSIBIRSK, RUSSIA

Industry: Computer Software & Services/Med. Sector Info.
Company: Bacup LLC

Bacup LLC was established in 1990. The company specializes in software development, development of custom-oriented solutions by means of implementing information technologies, information systems, and system integration. The company is located in downtown Novosibirsk. The company employs 33 people, and its annual sales total \$200,000. The company has international business experience with Oracle, PC Mate Corp., and Sun Microsystems.

It is seeking a U.S. partner to jointly develop complex integrated health service systems and products based on a mathematical model describing the inner processes in the human body. The model was developed by the well-known Meshalkin Medical Research Clinic.

The investment required from a potential partner is \$600,000. The company will be responsible for implementing the mathematical model into commercial software products and systems for the medical industry and healthcare services, and will contribute \$150,000 to the project.

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Source: BISNIS representative in Novosibirsk

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?457>

SAMARA, RUSSIA

Industry: Measuring/Analyzing/Control Equipment
Company: Pora-USWO

The limited partnership PORA-USWO, was founded in 1991 in Samara, primarily to earn money to finance R&D work. The company activities are: (1) contractual work for development of industrial automation systems, including software, hardware and personnel training; and (2) research and development of highly efficient multipurpose controller for industrial automation. Its customers are regional firms in the energy, chemical/petrochemical sectors, and metallurgy.

PORA-USWO is seeking U.S. firms involved in produc-

tion and implementation of industrial automation systems to be partners in the production of a new multipurpose controller for industrial automation (USWO). The new controller's algorithm allows for several times higher efficiency than existing ones. The company owns technology of controller production and interests in its commercialization.

The joint venture project is divided into three stages:

1. Testing of new controllers by foreign partner/investor. Test program will help to evaluate the controller's characteristics and to make a final decision on participation in this project. Pora-USWO possesses all necessary test facilities, as well as test models of the controller.

2. Modification of controller for mass production; adjustment to international standards. \$50,000

3. Organization of production of controllers. \$75,000

The total investments needed are estimated at \$125,000.

The company also needs help in patenting its technology abroad and is ready to consider all kinds of proposals.

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Source: BISNIS representative in Samara

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?469>

SMOLENSK, RUSSIA

Industry: Medical Equipment and Products
Company: PolyService Ltd.

PolyService is one of the major suppliers of medical equipment in Smolensk (central Russia). It was established in 1991 and has been actively involved in foreign trade for six years. Both the director and deputy director of the company have participated in training programs in the United States.

The bulk of PolyService's customers are state-owned companies. PolyService supplies ultrasound, cardio, emergency, urology, surgery, incubator, and laboratory equipment. Annual sales total \$200,000. PolyService has a clinical laboratory located in Smolensk State Medical Academy and uses it to show local doctors and representatives of medical institutions how to use the medical equipment that it sells. It is a member and founder of several medical associations. Among its staff, Polyservice has two specialists that are certified to service scanners for ultrasound exams produced by French company Konron Instruments and Korea's Medison.

PolyService is a distributor of DRG (USA) and had one-time contract sales with Pointe Scientific (USA), Baxter (USA), and Erich Jager (Germany). Multiple sales are done with Olympus (Japan), Berner Ross Medical (England), and MTC GmbH (Germany).

Polyservice Ltd. wants to become a distributor of U.S. medical equipment, including all kinds of diagnostic, cardio, laboratory, surgery, and emergency equipment. It is ready to handle the certification process, customs clearance, techni-

cal service during and after warranty period, and to assist local institutions in the implementation of equipment.

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Source: BISNIS representative in Moscow (AM)

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?497>

TOGLIATTI, RUSSIA

Industry: Tourism and Recreation

Company: Spin-Sport

Spin-Sport was established in 1990 as a sporting and recreation center (like a country club), which offers tennis and downhill skiing and sells sporting equipment. The local government owns 16.48 percent of company's stock. Its main customers are Togliatti residents. Togliatti, a city of some 720,000 people located on the left bank of the Volga river, is home to Russia's largest automaker, AvtoVAZ. Spin-Sport has a long-term trade partnership with the Austrian firm Fisher.

The company's competitive advantages are:

- 10 years of experience of working in the local tourism and recreation market;
- strong contacts in the local government and businesses;
- established clients network and club system;
- favorable geographical position (on the Volga river bank);
- flexible, open-minded management and highly qualified staff; and
- an engaged director (chairman of the Tourism Guild in the Togliatti Chamber of Commerce and Industry).

Spin-Sport seeks a partner/investor for development of a sport and recreation complex with emphasis on winter sports. The project includes construction and utilization of downhill and cross-country skiing facilities, sale of related products and equipment, and food service. The total investment needed is \$355,000, with a payback period five years. The estimated cost breakdown for the project is as follows: (1) system of snow cannons: \$100,000; (2) new skilift for downhill skiing: \$100,000; (3) reconstruction of downhill tracks: \$50,000; (4) snow resurfacing plows: \$100,000; (5) development of snow park: \$5,000; Total: \$355,000.

Spin-Sport can finance further operations and conduct all organizational and promotional work. A business plan is available in Russian and English. Spin-Sport is also interested in establishing contacts with any association of country clubs in the United States for experience and information exchange. The company can communicate in English.

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Source: BISNIS representative in Samara

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?418>

SAKHALIN ISLAND, RUSSIA

Industry: Construction

Company: JSC Sakhalin-Engineering

Sakhalin-Engineering was established in 1990 as a private joint-stock company. It specializes in construction and design, and is also involved in investment and commercial activities (construction activities makes up 77 percent of total activities). The company has 250 employees, including 52 construction engineering staff. Annual sales (average for the last three years) total \$2 million.

The company is looking for a partner carry out a project to construct six-story apartment buildings, containing 48 apartments, in a prestigious district of Yuzhno-Sakhalinsk. Autonomous heat and power systems are envisioned (this type is not typical for local housing), with garages. The construction budget is estimated at \$3.5 million. Sakhalin-Engineering is able to invest 66 percent of the cost, will do all of the design work, and can provide all the necessary maintenance after construction is finished. The company expects a potential investor to contribute \$1.2 million to participate in construction, as well as new technologies (to some extent). Construction is already in progress, \$1 million is invested, and tax deferrals are envisaged for three years from now. A business plan is available both in Russian and English. The company can conduct business in English.

Drawings for the building are available from BISNIS Sakhalin and can be faxed on request.

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Source: BISNIS representative in Yuzhno-Sakhalinsk. In case of difficulty contacting the company, send info via BISNIS representative: bisnisYS@fraec.org, satellite fax +7 509 95 1540 (accessible through SPRINT).

LeadLink: <http://www.bisnis.doc.gov/bisnis/lead.cfm?438>

VLADIVOSTOK, RUSSIA

Company: Terra-Wood

Industry: Wood Products (Marketing and Distribution)

Terra-Wood, a private wood processing company, was established in 1997. The company is involved in wood cutting, processing, and production of wood products for local construction firms and furniture manufacturers. The company owns modern, portable wood cutting and wood processing equipment able to operate in the most remote forest areas. Average annual sales of the company for the past three years are \$75,000.

The company plans to expand operations internationally and start production of dry timber parts out of spruce, pine, Siberian pine, oak, ash, elm, birch, and larch using modern U.S. equipment to be exported to third countries for construction and furniture manufacturing. The company seeks a U.S. firm able to arrange permanent, stable export from Rus-

sia to third countries and finance equipment purchase at the first stage of the project. Total project cost is \$450,000. Terra-Wood is able to finance 10–15 percent of the total project cost. Expected payback period is three years. Barter operations will be considered.

The company has a business plan in Russian, prepared with the help of IESC (International Executive Service Corp., a USAID-funded business volunteer program) consultants.

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Source: BISNIS representative in Vladivostok

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?413>

YEKATERINBURG

Industry: Education/Consulting

Company: Zoloto-Platina Institute

Zoloto-Platina Institute, established in 1995 as a private company, is located in downtown Yekaterinburg. It provides business education for top managers and local entrepreneurs, as well as for personnel of large industrial enterprises. It provides courses on management, marketing, financial management, accounting, and company restructuring and post crisis management, as well as personnel management and business psychology. The institute is the only higher educational establishment that provides a two-year MBA course in Yekaterinburg and Sverdlovsk Oblast, a market of over 4.5 million people.

Zoloto-Platina Institute has experience working with foreign educational establishments and international experts. It has been collaborating with Consulting Group BIG since 1998, conducting seminars and providing consultations in management with CARANA Corporation and providing financial management programs since 1999.

The institute also works with the Citizen's Democracy Corps (CDC) program and invites U.S. experts to lecture at their business school.

Zoloto-Platina Institute currently seeks a U.S. partner company to jointly provide business education for entrepreneurs and managers in the Urals. It will welcome any offers from U.S. business schools.

The institute would also like to start providing consulting services, using the experience of its lecturers, who know not only theories but also how to implement them in practice. The institute would like to find a partner company to provide consulting on business and financial management and company restructuring. The market for these services is large, and Zoloto-Platina Bank, one of the major shareholders of the institute, will share and attract its clients to use the consulting services of the newly established company. The institute will invest in registration and advertising of a new company using its client list.

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Source: BISNIS representative in Yekaterinburg

LeadLink, <http://www.bisnis.doc.gov/bisnis/lead.cfm?423>

TURKMENISTAN

Industry: Construction/Air Conditioner Production

Company: Step Turkmen Ltd.

Step Turkmen Ltd. was founded in Turkey and registered in Turkmenistan in 1995. Since then, it has been working as a distributor of brand name consumer electronics, household appliances, air conditioners, and office and telecommunications equipment in Turkmenistan. It has also been involved in the agricultural sector, providing feedstock and feed additives, and working in dairy production. The firm has three showrooms in downtown Ashgabat. Additionally it has offices in Turkmenistan and Turkey.

Step Turkmen has been successfully developing its trade business in Turkmenistan and has increased its sales turnover from \$1.8 million in 1997 to \$3.2 million in 1999. The firm has established a range of commercial contacts in the Turkmen market and provides 40 percent of its goods and services to private sector end users, 30 percent to state entities, and the remainder to the retail trade network and other enterprises in Turkmenistan. The firm's clients are Turkmen (85 percent) and foreign (15 percent) companies.

In Turkmenistan, Step Turkmen Ltd. has been, or is currently, a distributor of products made by such companies as Bosch, Pioneer, Philips, Merloni, Miller, Compaq, Hewlett Packard, Intel, EMPA, and Despec and a representative of Raychem (U.S.), Expro (U.K.), and Case Technology (U.K.).

Step Turkmen Ltd. is interested in developing the production of air conditioners in Turkmenistan. The firm believes that air conditioner production at a facility in Turkmenistan will be able to meet not only local but also regional demand in Central Asia. It predicts local demand for good quality, but low cost units will be high due to hot climatic conditions, cheap electricity produced from the country's abundant natural gas, and growing industrial and commercial activities.

Step Turkmen would like to establish a joint venture with a U.S. company interested in investing its equipment and technology and arranging financing for a turnkey construction project. It can provide land for a construction site, office and warehouse facilities, cheap labor force, and its own production and marketing management experience in Turkmenistan and the Caspian region.

Contact: Murathan Bayazit, Project Coordinator

13 Oguzhan Street, Ashgabat, Turkmenistan 744028

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Source: FCS representative in Ashgabat

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BISNIS makes every effort to obtain valid contact information, but making contact with companies in many regions of the NIS can be difficult. Telephone calls to NIS companies may be hampered by the limited number of international and local lines in the NIS. Therefore, persistence is the key to contacting them via telephone. Additionally, not all NIS companies have fax machines that operate 24 hours a day. Sometimes several attempts may be necessary before a connection can be made. If you are having trouble reaching a company, try phoning/faxing at different times of the day, including during regular work hours (often 9a.m. to 6p.m.) in the region you are trying to contact.

Note: Although BISNIS representatives in the NIS occasionally provide last-resort assistance in contacting local companies listed in leads, BISNIS representatives in the NIS do not provide additional market information in response to direct inquiries from U.S. companies, assist with negotiations, or conduct due diligence on local companies.

For additional commercial information about industries, regions, and companies in the NIS, contact BISNIS in Washington, D.C.